



# MARYLAND'S INCUBATOR UPDATE

*Nurturing Maryland's Technology Future*

*Most Recent News on Maryland's Business Incubators  
Presented by the MBIA ([www.MDBusinessIncubation.org](http://www.MDBusinessIncubation.org))*

*Vol. 31 November 2003*

## *In this Issue:*

### **I. Incubator News:**

- Chesapeake Innovation Center (CIC)
- Emerging Technology Center (ETC)
- Maryland Technology Development Center (MTDC)
- Technical Innovation Center (TIC)
- Technology Advancement Program (TAP)
- Technology Assistance Center (TAC) Incubator
- [techcenter@UMBC](mailto:techcenter@UMBC)

### **II. MBIA News**

- MBIA Announces the Appointment of Ann Lansinger as President

### **III. TEDCO News**

- TEDCO Awards \$50,000 to Sensics from the Maryland Technology Transfer Fund
- Governor Ehrlich Announces [techcenter@UMBC](mailto:techcenter@UMBC) Receives \$400,000 to Expand and Renovate
- Governor Ehrlich Announces \$500,000 for New University Intellectual Property Support Fund

### **IV. Upcoming Events**

- Early Stage East 2003 Bio-Life-Tech Conference – November 5-6, 2003
- TEDCO – National Security Agency Technology Partnering Showcase – November 12, 2003
- TEDCO – MTTF Briefings – November 14, December 12, 2003
- Prince George's County Small Business Assistance Center – Seminar: "Write Your Business Plan"
- [techcenter@UMBC](mailto:techcenter@UMBC) – Brown Bag Lunch discussions: "Smart Hiring Practices" – November 11, 2003; "Building the Dream Team" – November 25, 2003

---

## INCUBATOR NEWS

### **Chesapeake Innovation Center (CIC)**

**Annapolis, MD**

[www.cic-tech.org](http://www.cic-tech.org)

Contact: John Elstner, email: [jelstner@cic-tech.org](mailto:jelstner@cic-tech.org)

#### *New and Noteworthy:*

- The **Chesapeake Innovation Center (CIC)** celebrated its official grand opening last month with a special ceremony. The CIC introduced its first seven client companies: Global Wireless Networks, Inc., ICUC, LIGHTHOUSE Communications, PharmAthene, Inc., Realinterface Expert Systems, Inc., Real User Corporation and Secured Processing, Inc. Currently the CIC is 80 percent leased by early-stage business ventures offering homeland security technology solutions.

## **Emerging Technology Center Baltimore, MD**

[www.etcbaltimore.com](http://www.etcbaltimore.com)

Contact: Ann Lansinger, email: [annlansinger@etcbaltimore.com](mailto:annlansinger@etcbaltimore.com)

### ***New and Noteworthy:***

- **axonX LLC** has received an investment from Mac Mottley, who has also joined the company's management team as vice president of business development. Mottley will be directly responsible for business development, implementation of axonX's sales and marketing plan and the development of the company's financial plan to ensure profitability. axonX LLC has developed the proprietary vision-based artificial intelligence, a technology that integrates up to eight standard analog CCTV cameras into an advanced fire, smoke and motion detection system. The technology was showcased at the National Summit on Security Expo in October.
- NASA awarded **Sensics, Inc.**, an SBIR Phase II award for its "High Resolution Ultra-Wide FOV Telepresence Display". Sensics will use the two-year \$600,000 award to extend the SkyVizor, a wide-field high-resolution display, with a wide-field high-resolution camera. NASA plans to use the resulting system for controlling robots that are making spacewalks.
- **Salar, Inc.**, through its participation in the Third Annual Baltimore Marathon, raised more than \$1,500 for The Johns Hopkins Children's Center's "Hopkins Heroes" program. Salar's four-member team ran in the Corporate Relay during the Oct. 18 marathon. Salar, Inc., creates healthcare applications and provides healthcare software consulting services.

## **Maryland Technology Development Center (MTDC) Rockville, MD**

[www.mdhitech.org/entrepreneur](http://www.mdhitech.org/entrepreneur)

Contact: Duc Duong, email: [dduong@md.hitech.org](mailto:dduong@md.hitech.org)

### ***New Tenants:***

- **Aptus Biomedical** – Jerry Stringham, President  
**Aptus Biomedical** has patented a Sure-Shot™ One-Step Graft System, which executes a fast, single-step aortic graft connection that eliminates the need for cardiopulmonary bypass and clamping. The graft system promises to simplify and shorten even multi-vessel surgeries, and provides a simple, repeatable method to facilitate off-pump bypass surgery. In addition, Aptus Biomedical is developing several other clinical applications in dialysis, emergency medicine and ventricular assistance.
- **InetXperts** – Robin Wiener, President  
**InetXperts** is transitioning from an information technology consulting firm to a software house with the first product offering, CyberTalkOnline. CyberTalkOnline is a voice over Internet protocol (VOIP) that allows people to talk between two or more computers over the Internet.
- **Telecontinuity** – Roy Pinchot, President  
**Telecontinuity's** network-level service solution links the Public Switched Telephone Network with the Internet to create a unique and seamless telephone disaster recovery capability, which is deployable within minutes. This technology enables a low-cost, network-level solution that will restore incoming telephone services to users within minutes of a private branch exchange (PBX) failure, fiber cut, fire, flood, building evacuation or other catastrophic events.
- **Tengen Biomedical** – Xinbin Gu, President  
**Tengen Biomedical** develops drugs, vaccines and unregulated health food items for markets in China and the U.S. The company is currently developing four products that target infectious diseases such as Human Papillomavirus (HPV), Hepatitis B, West Nile virus and SARS.

### ***New and Noteworthy:***

- Current MTDC tenants **Synergy America, Procell, Endogeny Bio** and **Advanced Vision Therapies** and MTDC graduate **Intronn** last month presented their business plans and funding needs to venture capital firms at Georgetown University's Venture Connections Afternoon. The invitation-only event, which was held as part of the seventh International Biotech Summit, provided an opportunity for early-stage companies to present to a select group of venture capitalists.

**Graduate News:**

- **Quanta Biosciences** has graduated from the MTDC and expanded into 11,500 square feet of lab and office space in Gaithersburg. Quanta Biosciences is a biotechnology company that develops and manufactures quantitative tools and technologies for the genomics/functional genomics, microarray and proteomics markets. The company moved into the MTDC in July 2001 with two employees and has grown to 16. Since its move, Quanta's initial focus has been the development of innovative products and technologies for quantitative analysis of gene expression, SNPs and microarray-based methodologies. Quanta Biosciences is the fifth company to graduate from the MTDC this year.

**Technical Innovation Center (TIC)  
Hagerstown Community College**

[www.technicalinnovationcenter.com](http://www.technicalinnovationcenter.com)

Contact: Chris Marschner, email: [marschnerc@hcc.cc.md.us](mailto:marschnerc@hcc.cc.md.us)

**New and Noteworthy:**

- **DocuTrac, Inc., (DTI)** was awarded Compliance Certification through the Health Insurance Portability and Accountability Act of 1996 (HIPAA) for its Office Therapy™ program. Office Therapy is a billing program that allows users to file insurance claims electronically. The HIPAA certification verifies the program's ability to electronically transmit HIPAA EDI-compliant transactions, an important consideration for healthcare providers when choosing billing software.
- Chris Marschner, director of the **Technical Innovation Center**, recently introduced the Mountain Maryland Entrepreneurial Development Center, Inc., (MMEDC) to the Broadband Communications Solutions Corporation (BCS). In October, BCS, located in Boonsboro, Md., completed a first round of financing with the MMEDC. The funds will help BCS with the sales and marketing of their Merlin™ suite to customers of D.C.-based Blackboard, Inc., DC-based Blackboard Inc., a provider of software and services related to e-education. Merlin allows students and professors to meet and interact in a simulated classroom setting. The MMEDC is a nonprofit organization located in Western Maryland that is dedicated to stimulating and supporting entrepreneurship in the region.

**Technology Advancement Program (TAP)  
University of Maryland College Park**

[www.tap.umd.edu](http://www.tap.umd.edu)

Contact: Irene Barbe, email: [ih2@umail.umd.edu](mailto:ih2@umail.umd.edu)

**New and Noteworthy:**

- **ATEC**, a thermal systems company that develops spot coolers for the semiconductor industry, welcomes its new CEO, John McKillop. McKillop has significant operating and technical expertise inside early-stage and mature organizations. He is a former member of the senior management team of Cronos Integrated Microsystems, a venture-backed startup that was sold to JDS Uniphase.
- **DataStream Conversion Services** welcomes Valerie Voci as inaugural vice president of sales and marketing. She will oversee all business development and marketing functions, as well as begin building an internal sales organization. Voci recently served as an executive at the Washington Post Companies, where she oversaw a technology industry information business unit. DataStream, an XML services and software company, is expected to generate more than \$4 million in revenue in 2003.

**Technology Assistance Center (TAC) Incubator  
Lanham, MD**

[www.pgcedc.com](http://www.pgcedc.com)

Contact: Wanda Plumer, email: [WLPlumer@co.pg.md.us](mailto:WLPlumer@co.pg.md.us)

**New Tenants:**

- **DDK Technology Group, Inc.** – Jerry Donahoe, Managing Partner  
**DDK Technology Group, Inc.**, specializes in providing professional Information Technology consulting services to clients in the commercial and government sectors. DDK's services include network design support, database

administration and application analysis. The company's current clients include Hughes Network Systems, Discovery Communications, Inc., Porter Instrument Company and Boeing and Smiths Detecting.

- **ACS Business and Accounting Solutions** – Andrea Shorter, Owner  
**ACS Business and Accounting Solutions** is a minority, woman-owned firm that provides financial services to nonprofits, small businesses, and government entities. Andrea Shorter, ACS' owner, is a CPA with over 10 years of accounting experience. The company's clients include the National Fish and Wildlife Foundation and the U.S. Holocaust Memorial Museum. In addition to growing her own business in the incubator, Shorter will assist other incubator client companies with their accounting and financial planning needs.

**Graduate News:**

- **NumberOne Technologies** recently was recognized as a finalist for the Prince George's County Board of Trade's "Small Business of the Year" award. The company, which was one of five finalists and 11 semi-finalists, was the youngest firm to be recognized. NumberOne Technologies provides enterprise systems management, security design and support, and application development to commercial and government clients.

**techcenter@UMBC**  
**University of Maryland, Baltimore County**

<http://www.umbc.edu/techcenter>

Contact: Walt Schulz, email: [wschulz@umbc.edu](mailto:wschulz@umbc.edu)

**New Tenants:**

- **Omega Biosciences** – Sung Ho Hahm, president  
**Omega Biosciences** is a biotech company specializing in viral and non-viral vector development and proteomics assay tool development. They provide contractual services and custom services in molecular biology and biomedical research fields.
- **Fluorometrix** – Govind Rao, founder  
**Fluorometrix** was started by a UMBC Chemical/Biochemical Engineering Professor. The company designs, manufactures and markets advanced bioreactor systems. The Fluorometrix family of products are designed to significantly offset the cost of labor and materials of the highly labor-intensive fermentation and cell culture processes that are the heart of biotech and pharmaceutical R&D.

**New and Noteworthy:**

- **RWD Technologies, Inc.**, recently announced that Dennis A. Pick has been appointed to the position of vice president and CFO. Previously, Mr. Pick was vice president and CFO/CIO for Columbia Energy Services in Herndon, Va. RWD Technologies, Inc. is a professional services and products company that provides a broad range of technology solutions to the business problems confronting Fortune 1000 companies.

---

**MARYLAND BUSINESS INCUBATION ASSOCIATION (MBIA)**

**[www.mdbusinessincubation.org](http://www.mdbusinessincubation.org)**

**MBIA Announces the Appointment  
of Ann Lansinger as President**

Ann Lansinger has taken on the role of MBIA president after holding the same position during the organization's first two years. She succeeds Ed Sybert, former director of the Technology Advancement Program at the University of Maryland College Park, who has resumed his prior responsibilities in the Biotechnology Program of the Maryland Technology Enterprise Institute (MTECH), also located in College Park.

Lansinger is executive director of the ETC, a venture of the Baltimore Development Corporation and a network of three technology incubators totaling 123,000 square feet of office and wet lab space in Baltimore. She has extensive experience in the technology incubation industry, instituting a program of technology commercialization and venture

creation at the ETC and working with NASA Goddard Space Flight Center and several universities in and around Baltimore.

---

## **MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)**

**[www.MarylandTEDCO.org](http://www.MarylandTEDCO.org)**

### **TEDCO Awards \$50,000 to Sensics from the Maryland Technology Transfer Fund**

TEDCO has awarded \$50,000 to Sensics from its Maryland Technology Transfer Fund (MTTF). Sensics, an incubator company located in the Emerging Technology Center (ETC) in Baltimore, has developed technology from the Johns Hopkins Wilmer Eye Institute to create its SkyVizor. The optical design technology will help to create a head-mounted display device for both civilian and military purposes.

SkyVizor will provide users with a high-resolution seamless image over an extremely wide and tall field of view. Its major initial market will be for virtual reality applications in manufacturing. Honda Japan, who supported the project in its research stage, will use the technology to eliminate physical prototypes in the design process. SkyVizor will improve significantly on existing Heads Up Display (HUD) units and provides a much less expensive alternative to traditional virtual reality theaters.

The technology behind SkyVizor is not limited to manufacturing. Johns Hopkins University has granted Sensics an exclusive license to commercialize the technology for all uses. A Small Business Innovation Research (SBIR) award from NASA is enabling Sensics to extend the SkyVizor for use in telepresence applications. The \$50,000 MTTF award is funding development between its Phase I and Phase II of the SBIR award. Additionally, Sensics has begun discussing research contract possibilities with the Army Research Institute and the Army Simulation Technology Center.

For more information on the MTTF program, visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

### **Governor Ehrlich Announces techcenter@UMBC Receives \$400,000 to Expand and Renovate**

Governor Robert L. Ehrlich, Jr., announced that the University of Maryland Baltimore County (UMBC) received \$400,000 to expand and renovate its techcenter@UMBC and its Biotechnology Building. The funds come from TEDCO's Incubator Development Fund. Aris Melissaratos, Secretary of the Department of Business and Economic Development, presented Dr. Freeman Hrabowski, President of UMBC, with a check during a ceremony at the Center.

For more information on the Incubator Development Fund, visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

### **Governor Ehrlich Announces \$500,000 for New University Intellectual Property Support Fund**

Governor Robert L. Ehrlich, Jr. announced the launch of a new University Intellectual Property Support Fund. The program is designed to promote technology transfer from Maryland universities to the private sector by increasing the number of patent applications and invention disclosures resulting from university research and development.

The program, designed by TEDCO in collaboration with university technology licensing offices, will provide 50 percent of the cost of initial patent applications up to a match of \$5,000. In FY04, TEDCO allocated \$500,000 – 25 percent of its total program budget – which is intended to be the first of a three-year commitment to this pilot program. □

An initial \$300,000 was allocated among the public and private universities in Maryland that have extensive research programs—based upon a formula measuring: (1) FY02 research expenditures, (2) three-year average of invention disclosures, (3) three-year average of patents awarded per \$10 million in research expenditures, and (4) an equity

distribution – and \$25,000 was set aside for other institutions. The remaining \$175,000 will be allocated early in 2004 after a review of the program's progress.

For more information on the University Intellectual Property Support Fund, visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

---

## UPCOMING EVENTS

### Early Stage East – 2003 Bio-Life-Tech Conference

Early Stage East's second annual Bio-Life-Tech Conference will be held **November 5-6, 2003** at the Hyatt Regency Hotel in Baltimore, Md. The conference will feature up to thirty companies seeking their initial rounds of institutional venture capital from the biotechnology, life science, pharmaceutical, nanotechnology and related technology fields. Companies will present and exhibit their businesses to investors who specialize in early-stage financing of companies.

Companies from the fields of biotechnology, life science, pharmaceuticals and nanotechnology and related technologies that are seeking their first and second rounds of institutional venture capital are invited to apply.

For more information, visit [www.earlystageeast.org](http://www.earlystageeast.org).

### TEDCO – National Security Agency Showcase

TEDCO and the National Security Agency (NSA) will host “Information Assurance and Security: Partnering with the Community,” a technology partnering showcase, on **Wednesday, Nov. 12, 2003** from 8 a.m. to 3 p.m. The event will be held at the Conference Center at the Maritime Institute.

The showcase will feature presentations by researchers from NSA, the National Institute of Standards and Technology, The Johns Hopkins University Information Security Institute and The University of Maryland College Park, who will highlight their inventions for commercial applications. Tech transfer officials will present state and federal funding programs for support of tech transfer projects.

Cost of the event is \$40 per person and the registration deadline is Thursday, Nov. 6, 2003. To register, visit [www.mdhitech.org](http://www.mdhitech.org). *Important Note:* Please register early. Registration is limited to U.S. citizens representing U.S.-owned companies. Admission will be limited to pre-registrants with valid photo ID. No walk-ins or substitutions allowed. For more information on registration, contact Angie Bergeron at 240-453-6267 or [abergeron@mdhitech.org](mailto:abergeron@mdhitech.org).

For more information on the showcase, visit [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).

### TEDCO – MTTF Briefings

TEDCO will hold informational briefings **Friday, Nov. 14, 2003 and Friday, Dec. 12, 2003** from 2 p.m. to 3:30 p.m. to present details of its Maryland Technology Transfer Fund (MTTF) program. The briefings, held at TEDCO's Columbia, MD offices, will teach companies how to use one of TEDCO's capital programs, the MTTF, to help transfer technology from Maryland universities and federal laboratories to the marketplace. The program will include a description of the MTTF program, eligibility requirements, guidelines for effective proposals, proposal submission and review process, and the terms of the agreement, among others. Cost is free, but registration is required.

For more information or to RSVP, contact Linda Saffer at 410-715-4175 or [info@marylandtedco.org](mailto:info@marylandtedco.org).

### Prince George's Small Business Assistance Center – Seminar: “Write Your Business Plan”

The Prince George's County Small Business Assistance Center will hold a hands-on seminar that will teach the fundamentals of writing a business plan using business plan software. The two 3-hour sessions will be held on

**Wednesday, Nov. 19, 2003 and Wednesday, Dec. 3, 2003** from 10 a.m. to 1 p.m. During the sessions each participant will use a personal computer while focusing on the overall content of the business plan with emphasis on marketing and financial projections. Cost is \$45.

For more information or to register call 301-306-5682.

## **techcenter@UMBC - Brown Bag Lunch Discussions**

The techcenter@UMBC this month will present parts three and four of a four-part brown bag lunch management workshop. "Smart Hiring Practices" will be held on Tuesday, Nov. 11, 2003 from 11:30 a.m. to 1 p.m. "Building the Dream Team" will be held on Tuesday, Nov. 25, 2003 from 11:30 a.m. to 1 p.m. Benedette Cooper, founder and president of TeamLogic, will present both discussion sessions. Cooper provides consulting services in the areas of team building, retention, performance management and improvement to a wide range of industries, including education.

For more information and to RSVP, call 410-455-5900.

---

*The Maryland Technology Development Corporation (TEDCO) has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and the development of technology-based businesses. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.*

*MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.*

*Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from TEDCO and the U.S. Economic Development Administration (EDA). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO or MBIA, contact Laura Crovo at 410-902-5058 or [lcrovo@mghpr.com](mailto:lcrovo@mghpr.com) or log onto [www.MarylandTEDCO.org](http://www.MarylandTEDCO.org).*

# # #